



May 14 2024

Consolidated Business Results (April 1, 2023 through March 31, 2024: Japanese Standards)

Corporate Name: Mandom Corporation
 Listed Exchange: TSE Prime Market
 Code Number: 4917
 URL: <https://www.mandom.co.jp>
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Annual General Shareholders' Meeting: June 21, 2024
 Dividend Payout: June 24, 2024
 Financial Statements Issued: June 2, 2024
 Documents Providing Supplemental Information: Yes
 Financial Briefing: Yes (for institutional investors and analysts)

(Figures rounded down to the nearest million yen)

1. Consolidated Earnings for the Fiscal Year Ended March 31, 2024 (April 1, 2023 to March 31, 2024)

(1) Consolidated Financial Highlights(cumulative) (% = Changes from the same period in the previous fiscal year)

	Net Sales		Operating Income		Ordinary Income		Net Income Attributable to Owners of Parent	
	¥ millions	%	¥ millions	%	¥ millions	%	¥ millions	%
FYE March 2024	73,233	9.2	2,020	43.3	2,981	35.1	2,601	171.4
FYE March 2023	67,047	16.9	1,409	-	2,207	-	958	-

Note: Comprehensive Income

FYE March 2024 ¥3,835million (-0.6%) FYE March 2023 ¥3,857million (370.3%)

	Earnings per Share	Diluted Earnings per Share	Return on Equity	Ordinary Income/Total Assets	Operating Income/Net Sales
	yen	yen	%	%	%
FYE March 2024	57.84	-	4.0	3.2	2.8
FYE March 2023	21.31	-	1.5	2.5	2.1

Reference: Income (loss) in minority interests

FYE March 2024 ¥365million FYE March 2023 ¥230million

(2) Consolidated Financial Position

	Total Assets	Net Assets	Shareholders' Equity Ratio	Net Assets per Share
	¥ millions	¥ millions	%	yen
FYE March 2024	93,265	73,207	71.3	1,479.21
FYE March 2023	91,005	71,184	71.6	1,448.35

Reference: Shareholders' Equity

FYE March 2024 ¥66,517million FYE March 2023 ¥65,125million

(3) Consolidated Cash Flows

	Cash Flows from Operating Activities	Cash Flows from Investing Activities	Cash Flows from Financing Activities	Cash and Cash Equivalents, End of Period
	¥ millions	¥ millions	¥ millions	¥ millions
FYE March 2024	6,812	(887)	(2,110)	22,006
FYE March 2023	4,065	(1,257)	(2,072)	17,481

2. Dividends

	Annual Dividend					Total Dividend (total)	Dividend Payout Ratio (consolidated)	Dividend on Equity Ratio (consolidated)
	First Quarter End	Second Quarter End	Third Quarter End	Year End	Total			
	yen	yen	yen	yen	yen	¥ millions	%	%
FYE March 2023	–	19.00	–	19.00	38.00	1,708	178.3	2.7
FYE March 2024	–	20.00	–	20.00	40.00	1,798	69.2	2.7
FYE March 2025 (forecast)	–	20.00	–	20.00	40.00		197.6	

3. Forecasts of consolidated operating results for fiscal year ending March 31, 2025 (April 1, 2024 to March 31, 2025)

(% = change vs. same period in prior year)

	Net Sales		Operating Income		Ordinary Income		Net Income Attributable to Owners of Parent		Earnings per Share
	¥ millions	%	¥ millions	%	¥ millions	%	¥ millions	%	yen
Full Year	77,000	5.1	780	-61.4	1,580	-47.0	910	-65.0	20.24

* Notes

- (1) Changes in significant consolidated subsidiaries during the period (changes in consolidation of specific subsidiaries): None
- (2) Changes in accounting estimates, methods, or presentation
 - a. Changes in accounting methods in connection with changes in accounting standards: None
 - b. Changes in accounting methods other than a.: None
 - c. Changes in accounting estimates: None
 - d. Changes in presentation: None
- (3) Issued shares (common stock)

a. Shares outstanding, end of year (including treasury stock)

FYE March 2024	48,269,212 shares
FYE March 2023	48,269,212 shares

b. Treasury stock, end of period

FYE March 2024	3,300,668 shares
FYE March 2023	3,303,802 shares

c. Average outstanding shares during the period

FYE March 2024	44,967,623 shares
FYE March 2023	44,970,036 shares

(Reference) Summary of Non-Consolidated Business Results

**1. Business Results, FYE March 2024
(April 1, 2023 to March 31, 2024)**

(1) Sales and Income

(% = change vs PY)

	Net Sales		Operating Income		Ordinary Income		Net Income	
	¥ millions	%	¥ millions	%	¥ millions	%	¥ millions	%
FYE March 2024	42,586	5.6	594	-37.6	1,602	5.2	1,800	220.6
FYE March 2023	40,310	11.7	952	-	1,523	312.8	561	-58.2

	Earnings per Share	Earnings per Share (diluted)
	yen	yen
FYE March 2024	40.04	-
FYE March 2023	12.49	-

(2) Financial Position

	Total Assets	Net Assets	Shareholders' Equity Ratio	Shareholders' Equity per Share
	¥ millions	¥ millions	%	yen
FYE March 2024	62,453	53,184	85.2	1,182.71
FYE March 2023	64,244	54,178	84.3	1,204.89

(Reference) Treasury Stock FYE March 2024 ¥53,184 million
FYE March 2023 ¥54,178 million

*** These quarterly financial statements are exempt from quarterly review procedures**

*** Appropriate Use of Business Forecasts; Other Special Items**

Information in this report concerning future performance is based on information available and certain assumptions deemed reasonable. Forecasts are not promises of future performance. Actual earnings may differ significantly from forecasts due to a number of factors.

1. Overview of Results of Operations, etc.

(1) Results of Operations

(Financial Highlights)

(Millions of yen)

	Net sales	Operating income	Ordinary income	Net income (loss) attributable to owners of parent
FYE March 2024	73,233	2,020	2,981	2,601
FYE March 2023	67,047	1,409	2,207	958
Change	9.2 %	43.3%	35.1%	171.4%

During the consolidated fiscal year under review, the Japanese economy showed a moderate recovery since the reclassification of COVID-19 to Category V under the Infectious Diseases Control Act, reflecting further progress on normalization of social and economic activities and a sign of recovery in personal spending. On the other hand, the economic outlook remains uncertain, as the downturn in overseas economies, including the effects of global monetary tightening and concerns over the outlook of the Chinese economy, poses a downside risk on Japan's economy.

Asia is where the Mandom Group conducts most of its overseas business. While the economy was robust in general, mainly in Southeast Asia, the trend of economic recovery in China was at a standstill, which shows a concern over the future outlook.

Under these economic conditions, the Group has promoted various measures based on the Basic Management Policies of the Middle-Range Plan, positioning it as a period of "Reformation and Challenges" for achieving "VISION2027," our future goal.

During the consolidated fiscal year under review, net sales were up 9.2% year on year to ¥73,233 million. This was mainly attributable to robust sales in Overseas, Other.

Operating income was ¥2,020 million (up 43.3% year on year). This result primarily reflects an increase in gross income in Overseas, Other. As a result, ordinary income and net income attributable to owners of parent were ¥2,981 million (up 35.1% year on year) and ¥2,601 million (up 171.4% year on year), respectively.

The results of operations by segment (net sales represent sales to external customers) are as follows:

(Performance by Segment)

(Millions of yen)

	Net sales			Operating income (loss)		
	FYE March 2023	FYE March 2024	Change	FYE March 2023	FYE March 2024	Change
Japan	35,769	38,010	6.3%	282	79	(71.7%)
Indonesia	14,178	14,708	3.7%	(676)	(770)	-
Overseas Other	17,098	20,513	20.0%	1,802	2,710	50.3%

Sales in Japan were ¥38,010 million (up 6.3% year on year). This is mainly attributable to robust sales of the "Gatsby" brand in the men's business, the contribution of skin care products of the "Lucido" brand in the men's business and new products in the men's business, and the expanded lineup of the "Bifesta" brand in the women's business, on the back of social and economic activities that have further normalized, reflecting the reclassification of COVID-19 to Category V under the Infectious Diseases Control Act, resulting in increased opportunities for consumers to go out. In terms of profits, operating income was ¥79 million (down 71.7% year on year) mainly due to an increase in advertising expenses associated with marketing investments for new products.

Sales in Indonesia were ¥14,708 million, representing a 3.7% year-on-year increase. This is mainly attributable to an increase in sales of

the “PUCELL” brand in the women's business and the increase in the yen amount in sales due to the weaker yen. In terms of profits, operating loss fell to ¥770 million (compared with operating loss of ¥676 million in the previous year) owing primarily to a delay in the improvement of cost-of-sales ratio.

Sales for Overseas, Other increased to ¥20,513 million (up 20.0% year on year). This was mainly attributable to an increase in sales in the women’s business in Malaysia and other Southeast Asian countries. In terms of profits, operating income recorded a year-on-year surge of 50.3% to ¥2,710 million, mainly reflecting an increase in gross income.

(2) Financial Position

(Assets)

Current assets at the end of the consolidated fiscal year under review were ¥55,960 million, up ¥6,387 million from the end of the previous consolidated fiscal year. This was mainly due to an increase of ¥5,487 million in cash and deposits. Non-current assets were ¥37,304 million, down ¥4,126 million from the end of the previous consolidated fiscal year. This was mainly attributable to a decrease of ¥1,434 million in property, plant, and equipment due to depreciation and a decrease of ¥1,725 million in investment securities due to stock selling.

As a result, total assets increased to ¥93,265 million, up ¥2,260 million from the end of the previous consolidated fiscal year.

(Liabilities)

Current liabilities at the end of the consolidated fiscal year under review were ¥13,603 million, down ¥182 million from the end of the previous consolidated fiscal year. This was mainly due to a decrease of ¥641 million in accounts payable - other. Non-current assets were ¥6,454 million, down ¥419 million from the end of the previous consolidated fiscal year. This was mainly due to an increase of ¥694 million in retirement benefit liability.

As a result, total liabilities increased to ¥20,058 million, up ¥237 million from the end of the previous consolidated fiscal year.

(Net Assets)

Net assets at the end of the consolidated fiscal year under review were ¥73,207 million, up ¥2,023 million from the end of the previous consolidated fiscal year. This was mainly due to an increase of ¥1,652 million in foreign currency translation adjustment.

As a result, the shareholders’ equity ratio was 71.3% (compared with 71.6% at the end of the previous consolidated fiscal year).

(3) Cash Flows

Cash and cash equivalents (“cash”) for the consolidated fiscal year under review increased by ¥4,524 million from the end of the previous consolidated fiscal year to ¥22,006 million.

The following discusses the status and factors that affected cash flows during the consolidated fiscal year under review.

(Cash Flows from Operating Activities)

Net cash provided by operating activities was ¥6,812 million (compared with ¥4,065 million in the previous year). Positive factors mainly included ¥3,872 million in income before income taxes and ¥4,415 million in depreciation and amortization, while negative factors included payments of ¥645 million in business restructuring expenses and ¥651 million in income taxes.

(Cash Flows from Investing Activities)

Net cash used in investing activities was ¥887 million (compared with ¥1,257 million in the previous year). This was mainly due to decreases of ¥5,855 million in expenditures for time deposits and ¥1,451 million used for acquisition of property, plant, and equipment and an increase of ¥5,127 million in proceeds from withdrawal of time deposits and ¥1,543 million in proceeds from sale and redemption of investment securities.

(Cash Flows from Financing Activities)

Net cash used in financing activities was ¥2,110 million (compared with ¥2,072 million in the previous year). This was mainly attributable to a decrease arising from dividend payments of ¥1,754 million.

(4) Future Outlook

(Millions of yen)

	Net sales	Operating income	Ordinary income	Net income (loss) attributable to owners of parent
FYE March 2025	77,000	780	1,580	910
FYE March 2024	73,233	2,020	2,981	2,601
Change	5.1%	(61.4%)	(47.0%)	(65.0%)

In order to realize “VISION2027,” our future goal for 2027, the Group has formulated a medium-term management plan that positions the four years from FY 2024 to FY 2027 as a period for building a foundation for growth. The main initiatives for each segment in the fiscal year ending March 31, 2025 are as follows:

In Japan, we will work from scratch to improve profitability viewed from various angles. We will also continue to foster new brands and develop new businesses in order to secure new growth drivers.

In Indonesia, we will promote reforms to our procurement and production systems in order to reduce production costs. In addition, we will make aggressive marketing investments to enhance the value of our brand and regain our position in the market. In the fiscal year ending March 31, 2025, the increase in marketing investment will put pressure on profits, but this will lead to a recovery in profits in the following periods.

In the segment of Overseas, Other, we will continue to implement sales strategies tailored to each country's market, supported by the relatively high economic growth rates of the member countries. Overall, we will expand our marketing investments and maintain a high sales growth rate.

As a result of these efforts, we forecast the operating performance for the consolidated fiscal year ending March 2025 as follows: Net sales of ¥77,000 million (up 5.1% year on year), operating income of ¥780 million (down 61.4% year on year), ordinary income of ¥1,580 million (down 47.0% year on year), and net income attributable to owners of parent of ¥910 million (down 65.0% year on year).

The assumed major exchange rates used for these forecasts are ¥140 to the U.S. dollar and ¥0.0090 to the rupiah.

2. Basic View on Selection of Accounting Standards

For the foreseeable future, the policy of the Group is to prepare consolidated financial statements according to Japanese accounting standards in consideration of comparability of consolidated financial statements between periods and between companies.

We will address the application of the International Financial Reporting Standards as appropriate, taking into account the situations in Japan and other countries.